



DATELINE

December 2017

Quick Links

Jan 29-13, 2018
Sales Leadership
Symposium

February 5-6, 2018
Sales Basecamp

March 19 - 22, 2018
MSCA Service
Managers Training

April 15-19, 2018
Sales Masters Week1

April 19-20, 2018
Growing &
Developing Service
Supervisors

MSCA University
Calendar

Resources

Plumbing Service 101
Series Access Link

MSCA Resource
Center

LEVEL 1



LEVEL 2

MSCA CONNECT

Your time is valuable. Just CLICK and CONNECT on **DATELINE**, quick information with a click or a touch!



From all of us at MSCA, we wish you all a very happy, healthy and prosperous holiday season!

Women in the Mechanical Industry

MCAA and MSCA are hard at work putting together a new and free benefit of



WOMEN *in the*
**MECHANICAL
INDUSTRY**

membership for the women executives and employees of our member companies. Our new forum will enable women in the mechanical industry to further enrich their careers through networking, educational, mentoring and career development opportunities beyond those already offered through membership in MCAA and MSCA. Keep an eye on **MSCA CONNECT** for more information...coming soon!

Sales Institute for 2018

Gifts that give back!



SALES INSTITUTE
MSCA University™

Is your New Year Resolution to be an awesome boss? Make your 2018 New Year's resolutions count! Give your sales staff the gift that gives back by enhancing their careers. Send them to MSCA Sales Institute programs!

Sales Institute 2018 Classes are Open!

- **Sales Leadership Symposium** - January 29-30, 2018.
- **Sales Basecamp** - February, 5-6, 2018 at the Phoenix Airport Marriott in Phoenix, AZ.



• **Sales Masters:**

Week 1: April 15-19, 2018, Hilton Chicago/Oak Brook Hills Resort in Oak Brook, IL.

Week 2: November 4-9, 2018, University of Houston in Houston, TX.

MSCA Career Training Programs are focused training programs designed specifically for improving the performance of your service team.

2018 MSCA Career Training Schedule:

- **Service Managers Training Program** - March 19 - March 22, 2018.
- **Field Supervisors Training: Growing & Developing Service Supervisors** - April 19-20, 2018.

More News



After Decades of Pushing Bachelor's Degrees, U.S. Needs More Tradespeople

Read this great article on how California is spending \$6 million on a campaign to revive the reputation of vocational education, and \$200 million to improve the delivery of it. Click on the headline to read the article.

**Effective January 1, 2018
New Refrigerant Regulations for Contractors**



All requirements for the maintenance, service, repair and disposal of CFC and HCFC are extended to HFC and HFO refrigerants and are now included in the sales restriction. These refrigerants may only be sold by technicians certified under Section 608 and Section 609 of the Federal Clean Air Act.

Employers must require proof of certification for technicians and must maintain a copy of their certification at their place of business for three years after a certified individual leaves the employer.

New record keeping requirements for appliances containing 5 to 50 pounds of refrigerant become effective.

The EPA requires new wording on certification cards issued January 1, 2018 and beyond. As a result, any new and replacement certification cards will have a new look.



Marking Services Incorporated



A new Section 608 EPA Certification Exam has been developed to incorporate the new regulations. It is currently being reviewed by the EPA prior to release.

Upcoming Training Opportunities with ENERGY STAR

Improve your skills by registering for a no-cost webinar! Click on the titles below to go directly to the webinar description and registration link.

Portfolio Manager 201-Tuesday, December 19, 2017 1:00 pm EST

Continue to learn about EPA's ENERGY STAR Portfolio Manager tool, with a deeper dive into more advanced functionalities such as: editing property data; correcting and updating property use details; using the data quality checker; and sharing property data.

Portfolio Manager 301-Thursday, December 21, 2017 1:00 pm EST

With a good background on the basic functionality of EPA's ENERGY STAR Portfolio Manager tool, learn about some advanced features including: using spreadsheet upload templates to update property data; setting goals and targets to plan energy improvements for properties; creating custom reports; and using the Sustainable Buildings Checklist.

Feature CONNECTION - MSCA Social

Connect with MSCA Social!



There was an overwhelming response to our social media contests at #MSCACONNECT 2017! Thank you for your support.

Like us on Facebook, link with us on LinkedIn and follow us on Twitter! Don't forget to use **#MSCACONNECT** when posting!

MSCA Webinars

Plumbing Service 101, Modules 5 and 6, Operations I and II are coming soon in 2018!

Don't forget that Plumbing Service, Modules 1-4 are

MSCA
WEBINAR



available for download in both
MSCA's Resource Center and
in Archived Webinars!

THE MSCA¹⁷
POSSIBLE

If you've missed MSCA CONNECT 2017 in Boca
Raton, FL in October, check out our post
Conference website!

CONNECT with MSCA Social!



Comments on DATELINE? CONNECT WITH MIA, Director of Communications, MSCA.
She's here to make connections easier for you!

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